

The screenshot displays two web interfaces. The top interface is for OfferSubmission, showing a 'My Properties' section with filters for Offer ID, State, and Zip. Below this is a table of property offers with columns for Prop ID, City, State, Zip, Original List Date, Servicer, Asset Mbr, and Listing Agent. The bottom interface is for VerifiedShortSale, also showing a 'My Properties' section with filters for Offer ID, State, and Zip, and a table of property offers with similar columns. Both interfaces include legends for offer status and options to filter results.

Connecting lenders with REO, short-sale buyers via the Web

OFFERSUBMISSION AND VERIFIEDSHORTSALE, two management systems owned by Woodward Asset Capital, now have a feature that provides lenders with a real-time connection to buyers of REO or short sale properties.

"Just moments after a new offer is received, a loan officer can be outbound-calling to discuss prequalification and share today's best rates," said Ronald Jasgur, president of Woodward. "They are literally the hottest leads in the business: buyers in the marketplace that literally just made an offer to purchase a home."

OfferSubmission acts as a Web-based service that delivers and tracks a buyer's offer to a bank, government or institutional seller — essentially digitizing the REO marketplace.

Working in tandem with OfferSubmission, VerifiedShortSale streamlines the process in virtually the same way the REO platform does, except it deals with short sales instead of REOs.

"We are living in an era of connection and communication, made possible by technology," said Rodney Carey, CEO of Woodward.

"Bridging departments in monolithic banks makes it easy for everyone to communicate, tightening the sales process and truly creating a team that works together with all information readily available."

—Paul Dang ■

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